

Message Text

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ACTION EB-07

INFO OCT-01 EA-06 ISO-00 AGR-05 CIAE-00 COME-00 INR-07

LAB-04 NSAE-00 RSC-01 SP-02 STR-01 TRSE-00 CIEP-01

FRB-03 OMB-01 SS-15 NSC-05 SIL-01 DODE-00 PA-01

USIA-06 PRS-01 /068 W

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P 290851Z JAN 75

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC PRIORITY 3650

USLO PEKING PRIORITY

LIMITED OFFICIAL USE HONG KONG 1097

E.O. 11652: N/A

TAGS: ETRD EEWT ECEM CH US

SUBJ: CHINATEX DELEGATION TO VISIT US

REF: HONG KONG 1018

1. SUPPLEMENTING REFTTEL, MONSANTO'S JOHN TUNG HAS PASSED ALONG FOLLOWING ADDITIONAL INFORMATION BASED ON HIS TELEPHONE CALL YESTERDAY TO MADAME HAN'S OFFICE IN PEKING.

2. IN ADDITION TO MADAME HAN, CHINATEX DELEGATION TO US WILL INCLUDE: WANG MING-SHENG, HUANG TSIENT-MO, TSUNG WEN-CHIH, AND MA HUNG-SHENG. TUNG SAYS THAT THESE FOUR MISSION MEMBERS ALL WORK FOR MADAME HAN AND ARE PRIMARILY ENGAGED IN THE IMPVNO SIBCTBX CHINATEX.

3. DELEGATION'S VISIT WILL COMMENCE AFTER CHINESE NEW YEAR, PROBABLY LATTER PART OF FEBRUARY. PRCLO HAS NAMES OF COMPANIES TO BE VISITED AND BASED THEREON, CHANG TSIENT-HU OF THE COMMERICAL OFFICE OF THE PRCLO WILL BE MAKING UP THE MISSION'S SCHEDULE. COMPANY
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VISITS ARE EXPECTED TO INCLUDE TEXTILE MACHINERY

(PROBABLY TO LOOK AT LATEST TECHNOLOGY), GARMENTS AND SUPPLIERS OF MAN-MADE FIBERS.

4. ACCORDING TO TUNG, MADAME HAN'S ASSISTANT, MR. HUANG, INITIALLY REFERRED TO THE PURPOSE OF THE MISSION AS BASICALLY "GOOD WILL" BUT LATER ADDED THAT DELEGATION WOULD WANT TO DISCUSS BUSINESS POSSIBILITIES AS WELL AS VIEW FACILITIES AND PRODUCTS.

5. BASED ON HIS POST BUSINESS DEALINGS WITH MADAME HAN, TUNG CHARACTERIZED HER AS "THE OLD GORILLA TYPE, ABOUT 60, AND ALTHOUGH A SHREWD BUSINESSWOMAN AND HARD NEGOTIATOR, SHE IS USUALLY VERY OUTGOING AND FRIENDLY AND LIKES TO LAUGH AND DRINK WITH THE REST OF THE BOYS". TUNG ADDED THAT SHE IS DEFINITELY IN COMMAND OF ALL THE WORK IN HER OFFICE AND PERSONALLY MAKES FINAL DECISIONS ON MANY OF CHINATEX' IMPORTANT BUYING AND SELLING CONTRACTS.
CROSS

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